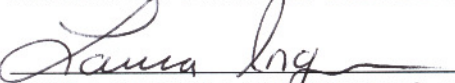


STATE OF NEW HAMPSHIRE
BUREAU OF PURCHASE AND PROPERTY
STATE HOUSE ANNEX - ROOM 102
25 CAPITOL ST
CONCORD NH 03301-6398

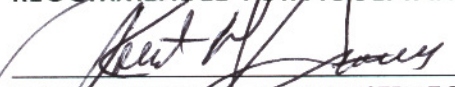
DATE: 1/13/16
CONTRACT #: 8001965
CONTRACT FOR: Glass Spheres, Supply and Deliver
NIGP CODE: 550-0400
CONTRACTOR: Potters Industries, LLC VENDOR CODE #: 166473 P001

SUBMITTED FOR ACCEPTANCE BY:


LAURA INGRAM, PURCHASING AGENT
BUREAU OF PURCHASE AND PROPERTY

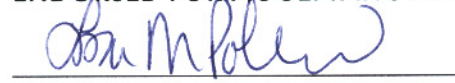
DATE 1/13/16

RECOMMENDED FOR ACCEPTANCE BY:


ROBERT STOWELL, ADMINISTRATOR
BUREAU OF PURCHASE AND PROPERTY

DATE 1/19/16

ENDORSED FOR ACCEPTANCE BY:


LISA M. POLLARD, DIRECTOR
DIVISION OF PROCUREMENT & SUPPORT SERVICES

DATE 1-20-16

ACCEPTED FOR THE STATE OF NEW HAMPSHIRE UNDER THE AUTHORITY GRANTED TO ME BY NEW HAMPSHIRE REVISED STATUTES, ANNOTATED 21-I:14, XII.


VICKI QUIRAM, COMMISSIONER
DEPARTMENT OF ADMINISTRATIVE SERVICES

DATE Jan -21, 2016

NOTE: This contract is in result of NH Bid 1848-16 for Glass Spheres, supply & deliver. The last contract pricing was \$.309/LB. The new contract, if awarded, has a price of \$.294/LB; this is a decrease of \$.015/LB. The amount spent on the last contract was \$435,072. If approved, this contract will be in effect upon approval through 01/31/17. I have verified the Excluded Parties list.

STATE OF NEW HAMPSHIRE

DATE: 1/8/16

TIME: 1:30 PM

BID # 1848-16

REQUISITION: NA

DESCRIPTION: Glass Spheres

VENDOR	Total Cost	Price/LB.
Potters Industries, llc	\$ 569,184.00	\$ 0.294
Ennis Paint	\$ 598,224.00	\$ 0.309
Swarco Industries, LLC	\$ 696,960.00	\$ 0.360

1848

State of New Hampshire
Division of Procurement and Support Services
Bureau of Purchase and Property
25 Capitol Street, State House Annex
Concord, NH 03301-6398

Date: 12/28/15

Bid No.: 1848-16

Date of Bid Opening: 1/8/16

Time of Bid Opening: 1:30 PM (EST)

YOU MAY EMAIL YOUR BID TO LAURA INGRAM AT: EMAIL PRCHWEB@NH.GOV

BID INVITATION FOR CONTRACT: GLASS SPHERES, SUPPLY AND DELIVER

[Insert name of signor] Yvonne D. Harris on behalf of Potters Industries, LLC [insert name of entity submitting bid (collectively referred to as "Vendor")] hereby submits an offer as contained in the written bid submitted herewith ("Bid") to the State of New Hampshire in response to BID # 1848-16 at the price(s) quoted herein in complete accordance with the bid.

Vendor attests to the fact that:

1. The Vendor has reviewed and agreed to be bound by the Bid.
2. The Vendor has not altered any of the language or other provisions contained in the Bid document.
3. The Bid is effective for a period of 180 days from the Bid Opening date as indicated above.
4. The prices Vendor has quoted in the Bid were established without collusion with other vendors.
5. The Vendor has read and fully understands this Bid.
6. Further, in accordance with RSA 21-I:11-c, the undersigned Vendor certifies that neither the Vendor nor any of its subsidiaries, affiliates or principal officers (principal officers refers to individuals with management responsibility for the entity or association):
 - a. Has, within the past 2 years, been convicted of, or pleaded guilty to, a violation of RSA 356:2, RSA 356:4, or any state or federal law or county or municipal ordinance prohibiting specified bidding practices, or involving antitrust violations, which has not been annulled;
 - b. Has been prohibited, either permanently or temporarily, from participating in any public works project pursuant to RSA 638:20;
 - c. Has previously provided false, deceptive, or fraudulent information on a vendor code number application form, or any other document submitted to the state of New Hampshire, which information was not corrected as of the time of the filing a bid, proposal, or quotation;
 - d. Is currently debarred from performing work on any project of the federal government or the government of any state;
 - e. Has, within the past 2 years, failed to cure a default on any contract with the federal government or the government of any state;
 - f. Is presently subject to any order of the department of labor, the department of employment security, or any other state department, agency, board, or commission, finding that the applicant is not in compliance with the requirements of the laws or rules that the department, agency, board, or commission is charged with implementing;
 - g. Is presently subject to any sanction or penalty finally issued by the department of labor, the department of employment security, or any other state department, agency, board, or commission, which sanction or penalty has not been fully discharged or fulfilled;
 - h. Is currently serving a sentence or is subject to a continuing or unfulfilled penalty for any crime or violation noted in this section;
 - i. Has failed or neglected to advise the division of any conviction, plea of guilty, or finding relative to any crime or violation noted in this section, or of any debarment, within 30 days of such conviction, plea, finding, or debarment; or
 - j. Has been placed on the debarred parties list described in RSA 21-I:11-c within the past year.

This document must be signed by a person who is authorized to legally obligate the responding vendor. A signature on this document indicates that all State of New Hampshire terms and conditions are accepted by the responding vendor and that any and all other terms and conditions submitted by the responding vendor are null and void, even if such terms and conditions have terminology to the contrary. The responding vendor shall also be subject to State of New Hampshire terms and conditions as stated on the reverse of the purchase order.

Authorized Signor's Signature Yvonne D. Harris Authorized Signor's Title Contract Administrator

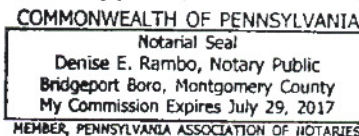
NOTARY PUBLIC/JUSTICE OF THE PEACE

COUNTY: Chester STATE: Pennsylvania ZIP: 19355

On the 4th day of January, 2016, personally appeared before me, the above named Yvonne D. Harris, in his/her capacity as authorized representative of Potters, known to me or satisfactorily proven, and took oath that the foregoing is true and accurate to the best of his/her knowledge and belief.

In witness thereof, I hereunto set my hand and official seal.

Denise E. Rambo
(Notary Public/Justice of the Peace)



My commission expires: July 29, 2017 (Date)

Form P31-B

Unless specifically amended or deleted by the Division of Procurement and Support Services, the following General Terms and Conditions apply to this Bid and any resulting Purchase Order or Contract.

GENERAL CONDITIONS AND INSTRUCTIONS:

NATURE OF, AND ELIGIBILITY TO RESPOND. This bid invitation is submitted in accordance with Chapter 21-1, and rules promulgated thereunder, and constitutes a firm and binding offer. A bid may not be withdrawn unless permission is obtained from the Bureau of Purchase and Property.

Bids may be issued only by the Bureau of Purchase and Property and are not transferable.

SAMPLES AND DEMONSTRATIONS. When samples are required they must be submitted free of costs and will not be returned. Items left for demonstration or evaluation purposes shall be delivered and installed free of charge and shall be removed at no cost to the State. Demonstration units shall not be offered to the State as new equipment.

BIDS. Bids must be received at the Bureau of Purchase and Property before the date and time specified for the opening. Bids must be submitted on this bid form or exact copies and must be typed or clearly printed in ink. Corrections must be initialed. Bids are to be made less Federal Excise Tax and no charge for handling unless required by law.

SPECIFICATIONS. Vendors must submit on items as specified. Proposed changes must be submitted in writing and received at the Bureau of Purchase and Property at least five (5) business days prior to the bid opening. Vendors shall be notified in writing if any changes to the specifications are made.

AWARD. The award will be made to the responsible Vendor submitting a conforming bid meeting specifications at the lowest cost unless other criteria are noted in the bid. Unless otherwise noted, the award may be made by individual items.

If there is a discrepancy between the unit price and the extension, the unit price will prevail.

When identical low bids are received the award will be made in accordance with the Administrative Rules.

Discounts will not be considered in making award but may be offered on the Invoice for earlier payment and will be applicable on the date of completion of delivery or receipt of Invoice, whichever is later. On orders specifying split deliveries, discounts will apply on the basis of each delivery or receipt of Invoice, whichever is later.

PATENT INFRINGEMENT. Any responding vendor who has reason to believe that any other responding vendor will violate a patent should such responding vendor be awarded the contract shall set forth in writing, prior to the date and time of opening, the grounds for his belief and a detailed description of the patent.

ASSIGNMENT PROVISION. The responding vendor hereby agrees to assign all causes of action that it may acquire under the antitrust laws of New Hampshire and the United States as the result of conspiracies, combinations, or contracts in restraint of trade which materially affect the price of goods or services obtained by the state under this contract if so requested by the State of New Hampshire.

FEDERAL FUNDS. This Division of Plant and Property Management, under RSA 21-1:14, VIII shall assure the continuation or granting of federal funds or other assistance not otherwise provided for by law by following the Federal Procurement Standards.

STATE'S OPTIONS: The Bureau of Purchase and Property reserves the right to reject or accept all or any part of any bid, to determine what constitutes a conforming bid, to award the bid solely as it deems to be in the best interest of the State, and to waive irregularities that it considers not material to the bid.

PUBLIC INFORMATION: The responding vendor hereby acknowledges that all information relating to this bid and any resulting order (including but not limited to fees, contracts, agreements and prices) are subject to these laws of the State of New Hampshire regarding public information.

PERSONAL LIABILITY: The responding vendor agrees that in the preparation of this bid or the execution of any resulting contract or order, representatives of the State of New Hampshire shall incur no liability of any kind.

PROOF OF COMPLIANCE. The responding vendor may be required to supply proof of compliance with proposal specifications. When requested, the responding vendor must immediately supply the Bureau of Purchase and Property with certified test results or certificates of compliance. Where none are available, the State may require independent laboratory testing. All costs for such testing certified test results or certificate of compliance shall be the responsibility of the responding vendor.

FORM OF CONTRACT. The terms and conditions set forth in any additional Terms and Conditions by the Bureau of Purchase and Property are part of the bid and will apply to any contract awarded the responding vendor unless specific exceptions are taken and accepted and will prevail over any contrary provisions in Terms and Conditions submitted by the responding vendor.

CONTRACT TERMS AND CONDITIONS

1. The State of New Hampshire, acting through the Division of Procurement and Support Services, engages the firm or individual ("the Vendor") to perform the services and/or sale of goods, described in the attached State documents, if any, and the Vendor's bid or quotation, both of which are incorporated herein by reference.

2. COMPLIANCE BY VENDOR WITH LAWS AND REGULATIONS. In connection with the performance of this agreement, the Vendor shall comply with all statutes, laws, regulations, and orders of federal, state, county or municipal authorities which shall impose any obligation or duty upon the Vendor, including, but not limited to civil rights and equal opportunity laws.

3. TERM. The contract, and all obligations of the parties thereunder, shall become effective on a specified date and shall be completed in their entirety prior to a specified date. Any work undertaken by the Vendor prior to the effective date shall be at his sole risk and, in the event that the contract shall not become effective, the State shall be under no obligation to reimburse the Vendor for any such work.

4. CONTRACT PRICE. The contract price, a payment schedule and a maximum limitation of price shall be as specified by the bid invitation and the Vendor's bid. All payments shall be conditioned upon receipt, and approval by the State, of appropriate vouchers and upon satisfactory performance by the Vendor, as determined by the State. The payment by the State of the Contract Price shall constitute complete reimbursement to the Vendor for all expenses of any nature incurred by the Vendor in the performance by the Vendor and complete payment for the Services. The State shall have no other liability to the Vendor.

5. DELIVERY. If the vendor fails to furnish items and/or services in accordance with all requirements, including delivery, the state may re-purchase similar items from any other source without competitive bidding, and the original vendor may be liable to the state for any excess costs. If a vendor is unable to complete delivery by the date specified, he must contact the using agency. However, the agency is not required to accept a delay to the original delivery date. All deliveries are subject to inspection and receiving procedure rules as established by the State of New Hampshire. Deliveries are not considered accepted until compliance with these rules has been established. State personnel signatures on shipping documents shall signify only the receipt of shipments. All deliveries shall be FOB Destination.

6. INVOICING. All invoices must be in triplicate showing Order Number, Unit and Extension Prices and discounts allowed. A separate invoice shall be submitted for each order. Unless otherwise noted on the invitation to bid or purchase order, payment will not be due until thirty (30) days after all services have been completed, or all items have been delivered, inspected and accepted or the invoice has been received at the agency business office, whichever is later.

7. PERSONNEL

7.1. The Vendor shall disclose in writing the names of all owners (5% or more), directors, officers, employees, agents or subcontractors who are also officials or employees of the State of New Hampshire. Any change in this information shall be reported in writing within fifteen (15) days of their occurrence.

7.2. The person signing this agreement on behalf of the State, or his or her delegee ("Contracting Officer") shall be the State's representative for purposes of this agreement. In the event of any dispute concerning the interpretation of this agreement, the Contracting Officer's decision shall be final.

8. EVENT OF DEFAULT; REMEDIES.

8.1. Any one or more of the following acts or omissions of the Vendor shall constitute an event of default hereunder ("Events of Default"):

8.1.1. failure to deliver the goods or services satisfactorily or on schedule; or

8.1.2. failure to submit any report required hereunder; or

8.1.3. failure to perform any of the other covenants and conditions of this agreement.

8.2. Upon the occurrence of any Event of Default, the State may take any one, or more, or all, of the following actions:

8.2.1. give the Vendor a written notice specifying the Event of Default and requiring it to be remedied within, in the absence of a greater or lesser specification of time, thirty (30) days from the date of the notice; and if the Event of Default is not timely remedied, terminate this agreement, effective two (2) days after giving the Vendor notice of termination; and

8.2.2. give the Vendor a written notice specifying the Event of Default and suspending all payments to be made under this agreement and ordering that the portion of the Contract Price, which would otherwise accrue to the Vendor during the period from the date of such notice until such time as the State determines that the Vendor has cured the Event of Default, shall never be paid to the Vendor; and

8.2.3. set off against any other obligation the State may owe to the Vendor any damages the State suffers by reason of any Event of Default; and

8.2.4. treat the agreement as breached and pursue any of its remedies at law or in equity, or both.

9. WAIVER OF BREACH. No failure by the State to enforce any provisions hereof after any Event of Default shall be deemed a waiver of its rights with regard to that Event, or any subsequent Event. No express failure of any Event of Default shall be deemed a waiver of any provision hereof. No such failure or waiver shall be deemed a waiver of the right of the State to enforce each and all of the provisions hereof upon any further or other default on the part of the Vendor.

10. VENDOR'S RELATION TO THE STATE. In the performance of this agreement the Vendor is in all respects an independent contractor, and is neither an agent nor an employee of the State. Neither the Vendor nor any of its officers, employees, agents or members shall have authority to bind the State nor are they entitled to any of the benefits, workmen's compensation or emoluments provided by the State to its employees.

11. ASSIGNMENT AND SUBCONTRACTS. The Vendor shall not assign, or otherwise transfer any interest in this agreement without the prior written consent of the State. No work required by this contract shall be subcontracted without the prior written consent of the State.

12. INDEMNIFICATION. The contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based on, resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Vendor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this agreement.

12.1 PATENT PROTECTION. The seller agrees to indemnify and defend the State of New Hampshire from all claims and losses resulting from alleged and actual patent infringements and further agrees to hold the State of New Hampshire harmless from any liability arising under RSA 382-A:2-312(3). (Uniform Commercial Code).

13. TOXIC SUBSTANCES. In compliance with RSA 277-A known as the Workers Right to Know Act, the vendor shall provide Material Safety Data Sheets with the delivery of any and all products covered by said law.

14. NOTICE. Any notice by a party hereto to the other party shall be deemed to have been duly delivered or given at the time of mailing by certified mail, postage prepaid, in a United States Post Office addressed to the parties at the addresses given below.

15. AMENDMENT. This agreement may be amended, waived or discharged only by an instrument in writing signed by the parties hereto.

16. CONSTRUCTION OF AGREEMENT AND TERMS. This agreement shall be construed in accordance with the laws of the State of New Hampshire, and is binding upon and inures to the benefit of the parties and their respective successors and assigns.

17. ADDITIONAL PROVISIONS. The additional provisions (if any) have been set forth as Exhibit "A" hereto.

18. ENTIRE AGREEMENT. This agreement, which may be executed in a number of counterparts, each of which shall be deemed an original, constitutes the entire agreement and understanding between the parties, and supersedes all prior agreements and understandings relating hereto.

**BID INVITATION FOR:
A CONTRACT FOR: GLASS SPHERES, SUPPLY & DELIVER**

PURPOSE:

The purpose of this bid invitation is to establish a contract(s) for supplying the State of New Hampshire agencies with the item(s) indicated in the "Offer" section of this bid invitation to be ordered as needed during the term of the contract, in accordance with the requirements of this bid invitation and any resulting contract. Items ordered under any resulting contract must be delivered FOB destination to the location(s) indicated in the "Delivery Locations" section of this bid invitation.

INSTRUCTIONS TO VENDOR:

Read the entire bid invitation prior to filling it out. Complete the pricing information in the "Offer" section (detailed information on how to fill out the pricing information can be found in the "Offer" section); complete the "Vendor Contact Information" section; and finally, fill out, sign, and notarize page 1 of the bid invitation.

BID SUBMITTAL

All bids must be submitted on this form or an exact copy, must be typed or clearly printed in ink and must be received on or before the date and time specified on page 1 of this bid. Interested parties may submit a bid to the State of New Hampshire Bureau of Purchase and Property by email to PRCHWEB@NH.GOV. All bids must be clearly marked with bid number, date due and purchasing agent's name.

IF YOU ARE EXPERIENCING DIFFICULTIES EMAILING YOUR BID OR YOU WISH TO VERIFY THAT YOUR BID RESPONSE HAS BEEN RECEIVED, PLEASE CALL (603) 271-2201 AND ASK A PURCHASING ASSISTANT FOR ASSISTANCE OR TO CHECK ON THE STATUS OF YOUR BID RESPONSE.

TIMELINE:

The timeline below is provided as a general guideline and is subject to change. Unless stated otherwise, considered the dates below a "no later than" date.

12/28/2015	Bid Solicitation distributed on or by
12/28/2015	Last day for questions, clarifications, and/or requested changes to bid
01/11/2016	1:30 (EST) PM Bid Opening
01/13/2016	Estimated Notification(s) of Award to apparent low bidder/s

GOVERNING TERMS AND CONDITIONS:

A responding bid that has been completed and signed by your representative will constitute your company's acceptance of all State of New Hampshire terms and conditions and will legally obligate your company to these terms and conditions.

A signed response further signifies that any terms and/or conditions that may be or have been submitted by the Vendor are specifically null and void and are not a part of this bid invitation or any awarded purchase order, even if said terms and/or conditions contain language to the contrary.

PUBLIC DISCLOSURE OF BID SUBMISSIONS:

Generally, all bids and proposals (including all materials submitted in connection with them, such as attachments, exhibits and addenda) become public information upon the effective date of a resulting contract or purchase order. However, to the extent consistent with applicable state and federal laws and regulations, as determined by the State, including, but not limited to, RSA Chapter 91-A (the "Right-to-Know" Law), the State will attempt to maintain the confidentiality of portions of a bid that are clearly and properly marked by a Vendor as confidential. Any and all information contained in or connected to a bid or proposal that a Vendor considers confidential must be clearly designated in a manner that draws attention to the designation. The State shall have no obligation to maintain the confidentiality of any portion of a bid, proposal or related material, which is not so marked. Marking an entire bid, proposal, attachment or sections thereof confidential without taking into consideration the public's right to know will neither be accepted nor honored by the State. Notwithstanding any provision of this RFP/RFB to the contrary, pricing will be subject to public disclosure upon the RFB opening, regardless of whether or not marked as confidential. If a bid or proposal results in a purchase order or contract, whether or not subject to approval by the Governor and Executive Council, all material contained in, made part of, or submitted with the contract or purchase order shall be subject to public disclosure.

If a request is made to the State by any person or entity to view or receive copies of any portion of a bid or proposal, and if disclosure is not prohibited under RSA 21-I: 13-a, Vendors acknowledge and agree that the State may disclose any and all portions of the bid, proposal or related materials which is not marked as confidential. In the case of bids, proposals or related materials that contain portions marked confidential, the State will assess what information it

believes is subject to release; notify the Vendor that the request has been made; indicate what, if any, portions of the bid, proposal or related material will not be released; and notify the Vendor of the date it plans to release the materials. The State is not obligated to comply with a Vendor's designation regarding confidentiality.

By submitting a bid or proposal, the Vendor agrees that unless it obtains and provides to the State, prior to the date specified in the notice described in the paragraph above, a court order valid and enforceable in the State of New Hampshire, at its sole expense, enjoining the release of the requested information, the State may release the information on the date specified in the notice without any liability to the Vendor.

ELIGIBLE PARTICIPANTS:

Political sub-divisions (counties, cities, towns, school districts, special district or precinct, or any other governmental organization), or any nonprofit agency under the provisions of section 501c of the federal internal revenue code, are eligible to participate under this contract whenever said sub-division or nonprofit agency so desires. These entities are autonomous and may participate at their sole discretion. In doing so, they are entitled to the prices established under the contract. However, they are solely responsible for their association with the successful Vendor. The State of New Hampshire assumes no liability between the successful Vendor and any of these entities.

CONTRACT TERM:

The term of the contract shall be from the date of award through January 31, 2017, a period of approximately one (1) year. The contract may be extended for additional periods of time thereafter under the same terms, conditions and pricing structure upon the mutual agreement between the successful Vendor and the State with the approval of the Commissioner of the Department of Administrative Services. The maximum term of the contract (including all extensions) cannot exceed five (5) years.

TERMINATION:

The State of New Hampshire shall have the right to terminate the purchase contract at any time by giving the successful Vendor a thirty (30) day written notice.

VENDOR CERTIFICATIONS:

ALL Vendors **SHALL** be duly registered as a Vendor authorized to conduct business in the State of New Hampshire. Vendors shall comply with the certification below prior to a contract being awarded and through the term of any contract which results from said bid. Failure to comply shall be grounds for disqualification of bid and/or the termination of any resultant contract:

- **STATE OF NEW HAMPSHIRE VENDOR APPLICATION:** Vendor **SHALL** have a completed Vendor Application and Alternate W-9 Form which **SHALL** be on file with the NH Bureau of Purchase and Property. See the following website for information on obtaining and filing the required forms (no fee): <http://das.nh.gov/purchasing/>

REQUEST FOR CHANGES AND/OR CLARIFICATION:

Any Questions must be submitted by an individual authorized to commit their organization to the Terms and Conditions of this bid. Submissions must clearly identify the bid Number, the Vendor's name and address and the name of the person submitting the question. Any questions, clarifications, and/or requested changes must be received in writing at the Bureau of Purchase and Property no later than 4:30 PM on 12/28/15.

Questions must be submitted by E-mail to Laura Ingram at the following address: laura.ingram@NH.Gov.

ADDENDA:

In the event it becomes necessary to add to or revise any part of this bid prior to the scheduled submittal date, the NH Bureau of Purchase and Property will post on our web site any Addenda. Before your submission and periodically prior to the RFB closing, Vendors are required to **check the site for any addenda** or other materials that may have been issued affecting the bid. The web site address is <http://das.nh.gov/Purchasing/vendorresources.asp>.

BID PRICES:

Bid prices must be in US dollars and must include delivery and all other costs required by this bid invitation. Special charges, surcharges (including credit card transaction fees), or fuel charges of any kind (by whatever name) may not be added on at any time. Any and all charges **must be built into your bid price** at the time of the bid.

BID RESULTS:

Bid results may be viewed when available, once the award has been made, on our web site only at: <http://das.nh.gov/purchasing>.

For Vendors wishing to attend the bid Opening: **Names of the Vendors submitting responses and pricing will be made public.**

ABILITY TO PROVIDE:

Successful Vendor must be capable of providing each State of New Hampshire agencies and eligible participants with their entire requirements of the items required in this bid invitation and any resulting contract without any delay or substitution.

ORDERING PROCEDURE:

State agencies will place their orders by electronic order entry, by e-mail, by FAX, or they may establish a standard delivery order. Eligible participants will utilize their own individually established ordering procedures.

AUDITS AND ACCOUNTING:

The successful Vendor shall allow representatives of the State of New Hampshire to have complete access to all records for the purpose of determining compliance with the terms and conditions of this bid invitation and in determining the award and for monitoring any resulting contract.

At intervals during the contract term, and prior to the termination of the contract, the successful Vendor may be required to provide a complete and accurate accounting of all products and quantities ordered by each agency and institution and by political sub-divisions and authorized non-profit organizations.

ESTIMATED USAGE:

The quantities indicated in the offer section of this bid invitation are an estimate only for the State of New Hampshire's annual requirements. These quantities are indicated for informational purposes only and shall not be considered minimum or guaranteed quantities, nor shall they be considered maximum quantities. These quantities **do not** include any eligible participant usage.

USAGE REPORTING:

The successful Vendor shall be required to submit a quarterly and annual usage report for analysis to determine contract compliance. At a minimum, the Report shall include:

- Contract Number
- Utilizing Agency and Eligible Participant
- All Products Purchased (showing the manufacturer, item, part number, list price and the final cost after discount.)
- Total Cost of all Products Purchased

DELIVERY TIME:

STATE HOLIDAYS:

A list of state holidays is available at <http://admin.state.nh.us/hr/index.html>.

DELIVERY SCHEDULE:

See EXHIBIT B for anticipated Delivery Schedule. The use of a private carrier to make delivery **does not** relieve the successful Vendor from the responsibility of meeting the delivery requirement.

DELIVERY LOCATIONS:

The following are the locations which, if you are awarded a contract, you are expected to service. The State of New Hampshire reserves the right to add locations to this list at the contract prices or to delete locations, as needed. This listing **does not** include any eligible participants.

(PRIMARY DELIVERY LOCATION) <u>LOCATION A</u>	(REMOTE DELIVERY LOCATIONS)			
	<u>LOCATION B</u>	<u>LOCATION C</u>	<u>LOCATION D</u>	<u>LOCATION E</u>
State of New Hampshire Traffic Bureau 18 Smokey Bear Blvd, Concord, NH 03302	State of New Hampshire Traffic Satellite Bureau 201 Dells Road Littleton, NH 03561	State of New Hampshire Traffic Satellite Bureau 1 Morin Drive Gorham, NH 03581	State of New Hampshire Traffic Satellite Bureau 8 Grant Road Columbia, NH 03576	State of New Hampshire Traffic Satellite Bureau 19 Base Hill Road Swanzy , NH 03446

The delivery schedule is critical to the State of New Hampshire. The spheres shall be delivered per the delivery schedule listed with this bid invitation UNLESS OTHERWISE NOTIFIED IN WRITING BY THE NH DOT – BUREAU OF TRAFFIC

STATE DELIVERY / BILLING CONTACTS

FOR DELIVERY ONLY:

Eric Healey or Robert Havey 603 - 271-2291

FOR BILLING ONLY:

Kristine Havey 603 - 271-2291

DELIVERY - TIME, COMMUNICATION AND PENALTIES (APPLIES TO REMOTE DELIVERY LOCATIONS ONLY)

The state of New Hampshire shall institute the following policy, procedures and penalties relative to the timely delivery of orders to the remote delivery locations (B, C, D and E).

Standard business day and hours of operation:

- Orders for spheres to be delivered to any of the remote locations shall be placed for order a minimum of 14 calendar days prior to the scheduled project start date.
- All shipments shall be scheduled with the freight carriers to arrive between 6:00 AM and 7:00 AM on normal workday
- The State shall place the remote order using email to the vendors "contract managers" email address as stated in the bid solicitation submitted. If there is a change in contract manager, it shall be the vendors' responsibility to notify the state bureau of traffic of the change via email and supply the name and email for the new contract manager.
- The vendor shall have 24 hrs. from receipt of order to email confirmation they shall make complete delivery by the date stated on the order email or email confirmation they cannot meet the delivery date requested. If vendor cannot meet the delivery date requested, the vendor may offer a revised delivery date that they can make delivery for.
- If the State accepts this revised delivery date offered by the vendor, it shall become the firm delivery date and firm delivery date policy applies.
- If the vendor confirms that they will meet the delivery date requested on the order email. The stated delivery date shall become firm and the state will schedule staffing, lodging, travel and other logistics around the confirmed delivery date.

If the vendor fails to deliver the order by the confirmed delivery date:

- The State will levy a late delivery penalty on the invoice for the order delivered after the confirmation delivery date.
- The penalty shall be equal to 10% of the delivery value in US dollars
- The penalty value shall be deducted from the invoiced amount due the vendor for that order.
- Once it is determined that the order will not be made by the confirmation date, The vendor shall notify the state agency personal who placed the order via email to advise when delivery shall be made after the confirmed date. The vendor shall also allow the State to change the delivery location of the late delivery if requested to any of the stated New Hampshire locations (A through E) at no charge to the State

The use of a private carrier to make delivery **does not** relieve the successful bidder from the responsibility of meeting the delivery requirement.

SHIPPING MANIFESTS:

Shipping manifests must accompany each delivery and must exhibit the batch number of the material delivered and Purchase Order Number.

The use of a private carrier to make delivery **does not** relieve the successful Vendor from the responsibility of meeting the delivery requirement.

ESTABLISHMENT OF ACCOUNTS:

Each State of New Hampshire agency must have its own individual customer account number. There will be instances where sub-sections of an agency will need their own individual customer account number. Should any State of New Hampshire agency place an order under the contract, the successful Vendor agrees to establish an account within three business days from the date the order is placed. However, there must be no delay in any shipment; the agency must receive the items ordered in accordance with the delivery time required under the "Delivery Time" section of this bid invitation, as if an account already exists for them.

RETURNED GOODS:

The successful Vendor must resolve all order and invoice discrepancies within five (5) business days from notification. Products returned due to quality issues, duplicate shipments, over-shipments, etc. must be picked up by the successful Vendor within ten (10) business days of notification with no restocking or freight charges, and must be replaced with specified products or the agency will be refunded/credited for the full purchase price. Unauthorized substitutions for any products are not allowed.

Standard stock products ordered in error by the State of New Hampshire must be returned for full credit within fifteen (15) business days of receipt. Products must be in re-saleable condition (original container, unused) and there will be no restocking fee charged for these products. The using agency will be responsible for any freight charges to return these items to the successful Vendor.

INVOICING:

Invoicing shall be done to the Agency Remit Account on the basis of each order completed, or other mutually agreed upon timeframe between the vendor and agency (example: monthly invoice). Invoices shall clearly indicate the quantity, description, packaging, date delivered, and contract price. Invoicing for eligible participants will be in accordance with their individual requirements.

PAYMENT:

See Offer Section: Payments shall be made via ACH or Procurement Card (P-Card –Visa Credit Card). Use the following link to enroll with the State Treasury for ACH payments:

<http://www.nh.gov/treasury/Divisions/DocsForms/Tforms.htm?inc=P>

CONTRACT AWARD:

The award shall be made to the responsible Vendor(s) meeting the criteria established in this RFB and providing the lowest cost in total. The State reserves the right to reject any or all bids or any part thereof and add/delete locations to the contract price. If an award is made it shall be, in the form of a State of New Hampshire Contract (s).

Successful Vendor will not be allowed to require any other type of order, nor will the successful Vendor be allowed to require the filling out or signing of any other document by State of New Hampshire personnel.

SPECIFICATION COMPLIANCE:

Vendor's offer must meet or exceed the required specifications as written. The State of New Hampshire shall be the sole determining factor of what meets or exceeds the required specifications.

Unless otherwise specified by the Bureau of Purchase and Property in this bid invitation document, all items offered by the Vendor must be new (and of the current model year, if applicable); shall not be used, rebuilt, refurbished; shall not have been used as demonstration equipment, and shall not have been placed anywhere for evaluation purposes.

The manufacturers and/or product numbers indicated are the only ones that are acceptable under this bid invitation.

OFFER:

Vendor hereby offers to furnish to State of New Hampshire agencies and institutions and to any political sub-division and authorized non-profit organization wishing to participate, in accordance with all of the requirements of this bid invitation at the following prices for the entire contract term and any extension.

GLASS SPHERES, SUPPLY AND DELIVER (per Exhibit A State of New Hampshire Glass Bead Specifications)

Container Type	Unit of Measure	Qty	Delivered Price	
			Unit price/LB	Extended Cost (qty * unit price)
Bag	pounds	176,000	\$0.294	\$ 51,744.00
Box	pounds	1,760,000	\$0.294	\$517,440.00
Total cost (sum extended cost)				\$569,184.00

PAYMENT: Please select payment method (you may choose both)

Payments shall be made via ACH.

(Yes/No)

OR

Payments shall be made via Procurement Card
(Visa Credit Card). At no additional charge to the state

(Yes/No)*

*Must acknowledge using credit card when purchase order is placed.

VENDOR CONTACT INFORMATION:

The following information is for this office to be able to contact a person knowledgeable of your bid response, and who can answer questions regarding it:

Yvonne D. Harris

Contact Person

610-651-4714

Local Telephone Number
Yvonne.Harris@

pottersbeads.com

E-mail Address

800-552-3237, ext. 4714

Toll Free Telephone Number

www.pottersbeads.com

Company Website

610-408-9723

Fax Number

Potters Industries, LLC

Vendor Company Name

00-201-0858

DUNS #

P.O. Box 841, Valley Forge, PA 19482

Vendor Address

Note: To be considered, bid must be signed and notarized on front cover sheet in the space provided.

STATE OF NEW HAMPSHIRE
DEPARTMENT OF TRANSPORTATION
BUREAU OF TRAFFIC SPECIFICATION
FOR
GLASS BEADS FOR USE WITH TRAFFIC PAINTS

GENERAL

- 1.1 Glass beads (sometimes referred to as "glass spheres") shall conform to latest version of AASHTO M247 Type 1 with moisture resistance and adherence coatings and any additional requirements included within this specification.

ADDITIONAL SPECIFIC PROPERTIES

2.1 ADHERENCE COATED

The beads shall be coated with an adherence coating designed to interact and adhere to the film as well as be of such size, shape and character as to facilitate their embedment in the freshly applied binder film.

2.2 CRUSHING RESISTANCE

Retained 0.425 mm. (No. 40) sieve 133 N (30 pounds) minimum.

2.3 SILICA CONTENT

The glass beads shall be manufactured from commercial grade soda lime glass cullet from North America sources containing less than 0.1 weight percent crystalline silica. The glass beads shall contain no less than 60% amorphous silica. This is not free silica and does not cause silicosis.

2.4 CHEMICAL STABILITY

Beads which show any tendency toward decomposition, including surface etching, when exposed to atmospheric conditions, moisture, dilute acids, or alkalis or paint film constituents, may, prior to acceptance, be required to demonstrate satisfactory reflectance behavior and maintenance under such tests.

2.4 HEAVY METALS AND TOXICITY

Beads shall contain less than 200 parts per million total concentration of arsenic or lead as determined in accordance with Environmental Protection Agency testing methods 3052, 6010B, or 6010C. Manufacturer shall submit testing from independent testing laboratory certifying this requirement has been met.

TESTING AND SAMPLING METHODS

All testing and sampling methods shall conform to latest version of the AASHTO M247 and any additional information included within.

- 3.1 Roundness: The glass beads shall have a minimum of 80% true spheres as determined by ASTM D 1155.

- 3.2 Adherence Coating: AASHTO M247 – Adherence Coating Test – Referee Method

PACKAGING AND MARKING

- 4.1 The bagged spheres shall be packed in 50-pound units, in a 5-ply multi-walled moisture-proof paper bag with a 1.5 mil. polyethylene middle layer. Bag dimensions: 13" x 3" x 25". Bags shall be palletized, suitable for lifting handling. Maximum of 4,000 pounds of beads per pallet.
- 4.2 The boxed spheres shall be packaged in 2,000-pound containers. These containers shall be made of materials strong enough to withstand handling, transporting, and provide moisture protection. All containers shall be palletized, suitable for lift handling. Maximum of 2,000 pounds of beads per pallet. The 2,000-pound containers must be able to be stacked on each other a maximum of two high.
- 4.3 Containers are to be guaranteed to furnish dry and undamaged beads.
- 4.4 Each package shall contain the following information:
- Name and address of manufacturer
 - Shipping point
 - Trademark or name
 - The wording "glass beads"
 - The specification number
 - Number of kg. (lbs.) per container
 - The lot or batch number
 - Month and year of manufacture

INSPECTION AND ADJUSTMENT

- 5.1 The New Hampshire Department of Transportation reserves the right to sample and inspect the spheres at any time. In as much as the performance of the spheres is of major importance, the failure of the spheres to meet the requirements shall be considered a major breach of any contract based upon these specifications. If a delivery does not meet specifications, the NHDOT's lab will provide the test results in writing to the vendor. If the vendor fails three (3) lab specification tests or delivery dates, the State may repurchase the product from any other source without competitive bidding, and the original vendor may be liable to the State for any excess costs. Under the same circumstances, the State of New Hampshire also reserves the right to cancel the contract and go to the next lowest bidder in which case the original vendor may be liable to the State for any excess costs.

Exhibit B
STATE OF NEW HAMPSHIRE DELIVERY SCHEDULE

Distribution of Deliveries

For Beads

Beginning March 21, 2016' In accordance with the following schedule, and ending May 27, 2016.

1. 968,000 pounds glass beads for FY 2016

Deliver By:

88,000 by March 25
88,000 by April 1
88,000 by April 8
132,000 by April 15
132,000 by April 22
88,000 by April 29
88,000 by May 6
88,000 by May 13
88,000 by May 20
88,000 by May 27

Distribution of Deliveries

For Beads

Beginning July 1, 2016' In accordance with the following schedule, and ending September 09, 2016.

2. 968,000 pounds glass beads for FY 2017

Deliver By:

88,000 by July 1
88,000 by July 8
88,000 by July 15
88,000 by July 22
88,000 by July 29
88,000 by Aug 5
88,000 by Aug 12
88,000 by Aug 19
88,000 by Aug 26
88,000 by Sept 2
88,000 by Sept 9

There will be a total of 4 satellite deliveries locations scheduled within the two fiscal years. These loads will require 50-pound bags.

S:\Traffic\PAVEMENT MARKING\Bob Havey\2015 Bead Deliveries\FY 15-16 Distribution of Deliveries.doc.Beads.doc

Exhibit C
ELIGIBLE PARTICIPANTS

FOR PARTICIPATION BY THE STATE OF MAINE, STATE OF VERMONT, OR OTHER ELIGIBLE PARTICIPANTS

- A. If the State of New Hampshire awards a contract, it can and will only award for the State of New Hampshire only. The State of New Hampshire assumes no liability between the successful bidder and any participating entities
- B. The State of Maine, Vermont and any other eligible entity wishing to explore participation in any awarded contract shall submit a participating addendum as the vehicle to communicate their intention to participate.
- C. The participating addendum shall include the entities contract terms and conditions as well as any other special requirements, remit addresses, delivery schedules or other documentation specific to that entity.
- D. The awarded vendor shall review the participating addendum and if acceptable, communicate that agreement in writing to include the freight PARAMETERS cost per pound to the requesting entity, so a total cost per pound delivered can be calculated by the eligible entity
- E. If the submitted participating addendum package is not acceptable to the awarded vendor, the entity and the awarded vendor may negotiate to an acceptable agreement for both parties. If an acceptable agreement for both parties cannot be reached, the eligible entity shall procure their glass spheres needs through their own devices.